

Message Text

UNCLASSIFIED

PAGE 01 MANAGU 04458 262006Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----033402 270317Z /62

R 261849Z SEP 77
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 4436

UNCLAS MANAGUA 4458

E.O. 11652: NA
TAGS: BBSR, PINR, NU
SUBJECT: WTDR/FTI DISTESA - DISTRIBUIDORA ESPECIALIZADA S.A.

REF: USDOC 15919

1. NICARAGUA
OFFICE USE: 2. 219 3. 0102500 4. 01
5. DISTESA - DISTRIBUIDORA ESPECIALIZADA S.A.
6. APARTADO POSTAL 4976
7. MANAGUA
8. CONTACT: MR. SILVIO VARGAS
9. TITLEJZ GENERAL MANAGER
10. PHONE: 3254 11. TELEX: NA
12 CABLE: DISTESA MANAGUA
13. ESTABLISHED: 1974 14. EMPLOYEES: 31
15. SIZE: MEDIUM 16. REPUTATION: Y-GOOD
17. REPORTING DATE: 09/77
OFFICE USE: 18. NA 19. NA 20. X 21. NA 22. NA
23A. 35230/135 RETAILER, DISTRIBUTOR, IMPORTER OF AGRICULTURAL
TRACTORS AND MACHINERY.
23.B. 29920/35 DISTRIBUTOR, IMPORTER OF LUBRICATING OILS AND GREASES.
24. FOREIGN SALES: LOCAL ONLY.
25. FINANCIAL REFERENCES: CITIZENS AND SOUTHERN INTERNATIONAL
BANK, MIAMI, FLORIDA; BANCO DE AMERICA, APARTADO POSTAL 285,
MANAGUA.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MANAGU 04458 262006Z

26. TRADE REFERENCES: SAME AS ITEM 27 BELOW.
27. FOREIGN FIRMS REPRESENTED: ALLIS CHALMERS; MILWAUKEE, WISCON-
SIN, EXCLUSIVE DISTRIBUTION OF AGRICULTURAL TRACTORS AND IMPLEMENTS,
ACQUIRED 1976; HESSTON CORPORATION, HESSTON, KANSAS, EXCLUSIVE
DISTRIBUTION OF HAY BALING EQUIPMENT ACQUIRED 1976; WITCO CHEMICAL
CO., NEW YORK, NEW YORK, EXCLUSIVE DISTRIBUTION OF LUBRICATING OILS
AND GREASES, ACQUIRED 1974.

28. POST EVALUATION: SITRIBUIDORA ESPECIALIZADA S.A., ALSO KNOWN AS DISTESA, IS A LEADING DISTRIBUTOR OF AGRICULTURAL MACHINERY AND EQUIPMENT IN NICARAGUA. IT DISTRIBUTES ALLIS CHALMERS TRACTORS AND IMPLEMENTS AND HESSTON HAY BALING EQUIPMENT FROM THE UNITED STATES, GRAIN MILLS, PLOWS AND FARM IMPLEMENTS FROM BRAZI), AND SMALL KUBOTA TRACTORS (12 TO 30 H.P.) FROM JAPAN. IT ALSO DISTRIBUTES "AMALIE" OILS AND LUBRICANTS. DISTESA'S MARKETING FACILITIES INCLUDE PRINCIPAL OFFICES IN THE CAPITAL CITY OF MANAGUA AND A TOTAL OF NINE BRANCHES AND AGENCIES IN PRINCIPAL AGRICULTURAL CITIES THROUGHOUT THE COUNTRY. IT REPORTS PRESENT WORKING CAPITAL OF US\$170,000, A NET WORTH OF US\$209,000, AND AN ANNUAL VOLUME OF BUSINESS OF US\$1.2 MILLION. DISTESA IS A WHOLLY-OWNED SUBSIDIARY OF CORPORACION AGRICOLA AGROPECUARIA S.A., A HOLDING COMPANY FOR THE VARIOUS AGRICULTURAL ENTERPRISES OF MR. WILLIAM VARGAS AND MEMBERS OF IMMEDIATE FAMILY. MR. VARGAS HAS GOOD BUSINESS CONNECTIONS, AND HE HAS BEEN FOR MANY YEARS ADMISITRATIVE OFFICER OF THE SUCCDESSFUL COMMERCIAL ESATABLISHMENT PELLAS & CIA., LTDA., F. ALF., WHICH IS OWNED BY THE PRINCIPAL SHAREHOLDERS OF THE LARGEST SUGAR PLANTATIONS AND MILLS IN CENTRAL AMERICA (NICARAGUA SUGAR ESTATES LTD.) THE VARGAS GROUP ALSO PLANTS EXTENSIVE ACREAGE OF SUGAR CANE AND COTTON, AND RAISES LIVESTOCK. THE MANGEMENT OF DISTESA IS IN HANDS OF MR. SILVIO VARGAS, A SERIOUD AND COMPETENT BUSINESSMAN. THE FIRM ENJOYS A GOOD REPUTATION IN LOCAL BANKING AND TRADE CIRCLES AND IS RECOMMENDED AS TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

29. PREPARED BY:RJMONTES APPROVED BY: PAHAIGH

SOLAUN

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 MANAGU 04458 262006Z

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 26-Sep-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MANAGU04458
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770350-1145
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770922/aaaaasoh.tel
Line Count: 94
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: e0e0ae3d-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1136217
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI DISTESA - DISTRIBUIDORA ESPECIALIZADA S.A.
TAGS: BBSR, PINR, BBAK, NU, DISTESA-DISTRIBUIDORA ESPECIALIZADA
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/e0e0ae3d-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009